

***The
Wizard of
C.V.Oz***

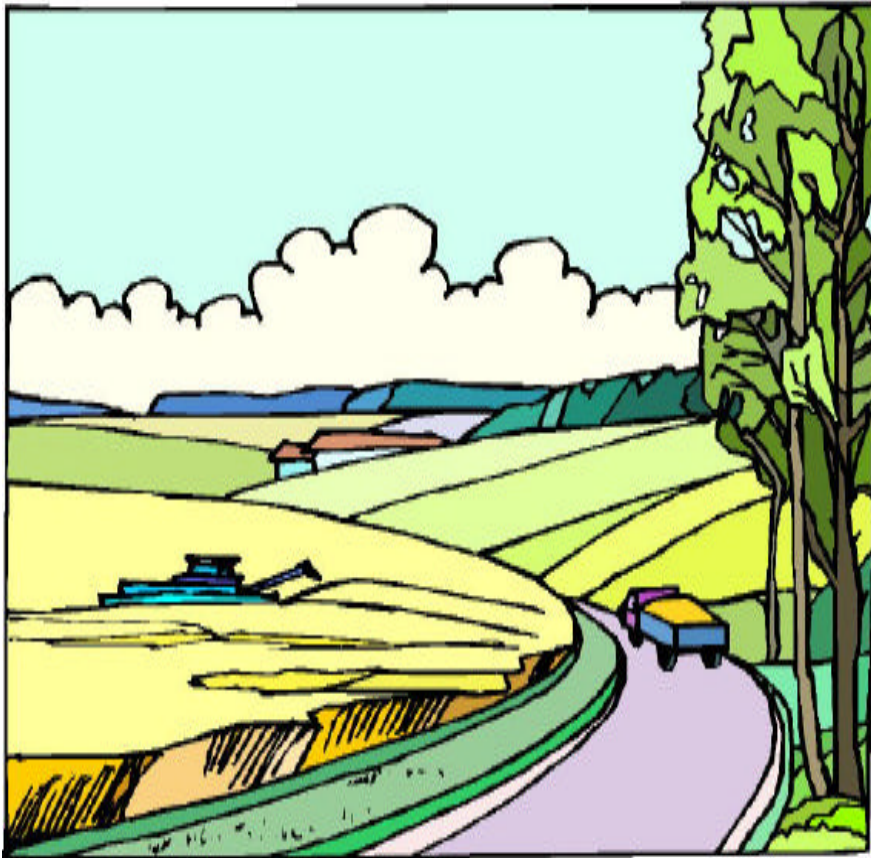


Going Home with T.O.T.O.
(Technology Oriented Trucking Operations)

Why the Wizard of OZ???

- **simple & compelling tale**
- **thrust into a strange situation**
- **seemingly insurmountable obstacles**
- **successful quest--relying on qualities**
- **learned to respect and trust each other**

Auntie Em and Kansas



- **Past Peaceful Existence**
- **Fewer & Smaller Trucks**
- **Growth Industry**
- **Better Facilities/Operations**
- **Regional & National**

The Cyclone

- **Safety & Efficiency???**
- **Paperwork Increased**
- **Storm of Protest**
- **Uniformity**
- **Effective Enforcement**



Dorothy



- **Shoved Around**
- **Powerless to Resist**
- **At the Mercy of...**
- **Good Ideas but...**
- **Every Complaint a Threat**



- **Wonderful Place**
- **Unusual & Unfamiliar**
- **Is It Really This Easy???**

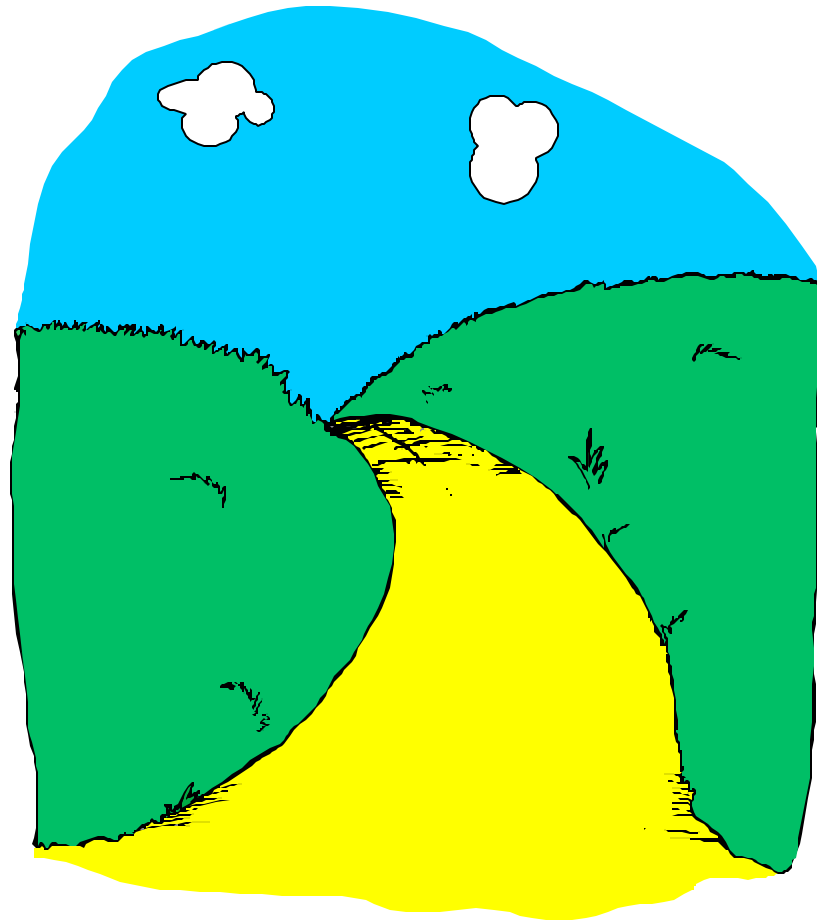
There is no place like home...



- **No Matter How Grey!**
- **Comfortable/Familiar**
- **Reached Compromise...**
- **Carried Away from Home**
- **Regain the Balance**

Follow the Yellow Brick Road...

- **Path & Goal**
- **Focus & Imagination**
- **Business Plan**
 - projects
 - deployment
 - coordination



If only I had a brain...



- **Special Expertise**
- **Understanding CVISN Logic (architecture)**
- **Information Technology**
 - Inhouse
 - Outhouse
- **Can't do without it!**

The “heart” to carry on...

- **Encrusted Practices**
- **Cumulative Effect**
- **Process Improvement 1st**
- **Simplify**
- **Get Nowhere Faster!**



Courage to pursue change...



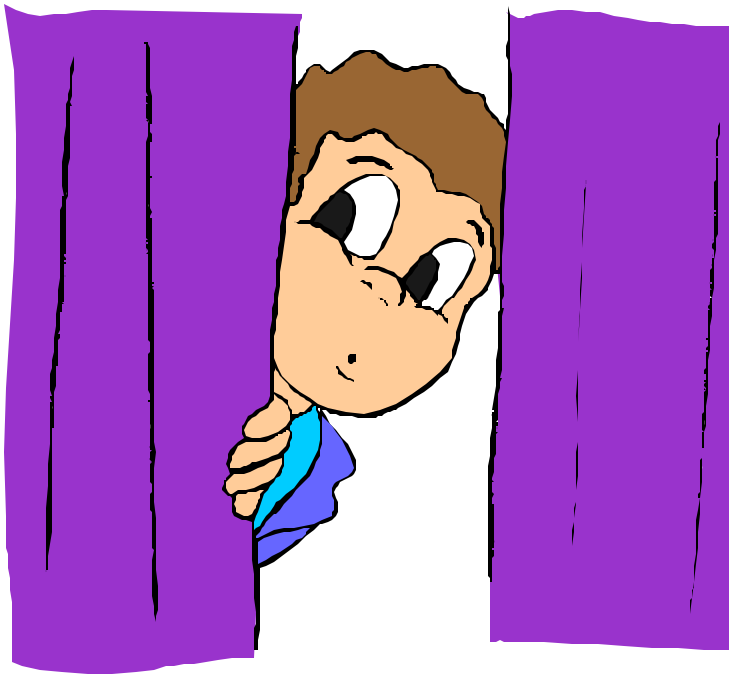
- **Engaging Change**
- **Understood Benefits**
- **Costs??? (Resources)**
- **Experimentation**
- **Opportunities**
 - **Deskside**
 - **Roadside**

Unconventional teamwork...



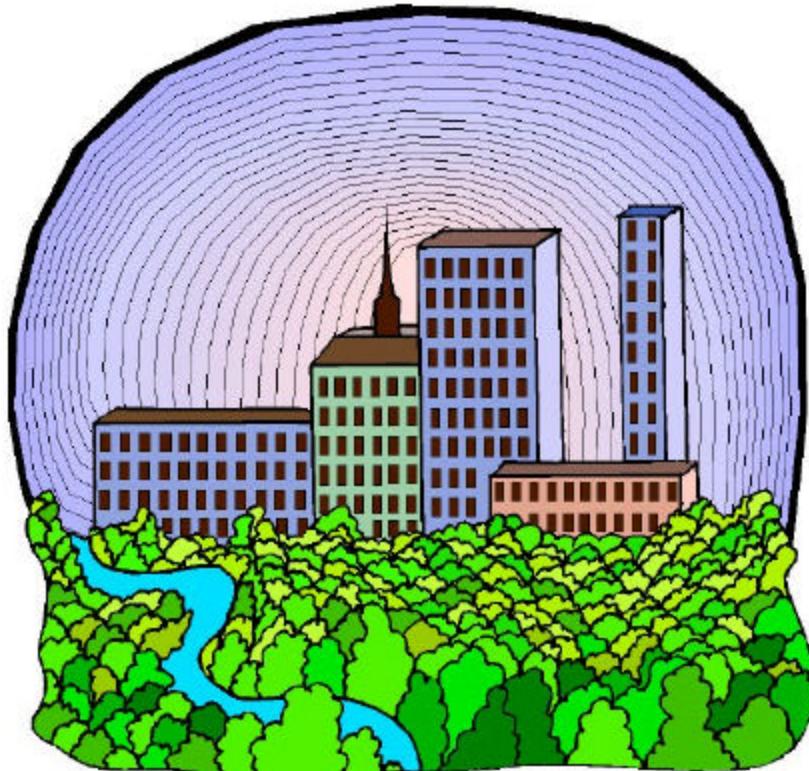
- It takes a team...
 - Desksiders
 - Roadsiders
 - Info Tech
 - Project Mgr
- Team Problem Solving
- Work Thru It Together

***Pay NO attention to that man
behind the curtain...***



- **Quick & Easy Solution?**
- **No CVISN Magic Bullet!**
- ***Only a mechanism to solve it yourself!***
- **Real Improvements**
 - **Within States**
 - **Among States**
- **Teamwork+Process+Tech**

The Emerald City...



- *Without a vision the people will perish...*
- **CVISN is a vision!**
- **Working Together**
 - States
 - Carriers

The Ruby Slippers...

- *Dorothy suspected they were useful since others tried to coax them away...*

- **Understand**

- **Costs** (State & Carriers)
- **Benefits** (State & Carriers)
- **Deskside & Roadside**



Everyday Heroes...



- **Everyday people...**
 - Doing best
 - Doing right
- **Trust & Teamwork**
- **Credibility**

Click Three Times...

- **Easy ways out...beware!**
- *Real value is with real people learning to use technology.*
- **Three things we have...**
 - *Teamwork--work together*
 - *Process Improvement--work smarter*
 - *Technology--work tools*

